

Message Text

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44

ACTION EUR-06

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 2848

INFO USDOC WASHDC

UNCLAS MOSCOW 14557

E. O. 11652: N/A

TAGS: BEXP, UR

SUBJ: REQUEST FOR EXPORT ASSISTANCE BY U.S. COMPANY

USDOC FOR BEWT/PIGGOTT

REF: STATE 209951

1. GENERAL AREA OF APPLICATIONS FOR GROVE VALVE AND REGULATOR COMPANY'S PRODUCTS (PARA 1 REFTTEL) ARE AMONG MOST PROMISING IN TERMS SOVIET IMPORTS OF EQUIPMENT AND MACHINERY FROM THE WEST. SUBSTANTIAL AMOUNTS OF U.S. MACHINERY, EQUIPMENT AND SUPPLIES HAVE BEEN PURCHASED BY SOVIETS FOR PIPELINE PROJECTS. HOWEVER, FACT THAT SEVERAL OF MAJOR PROJECTS, PARTICULARLY IN GAS PIPELINE AREA, ARE BEING AT LEAST PARTIALLY FINANCED BY WESTERN EUROPEAN CREDITS WOULD TEND TO REDUCE OPPORTUNITIES FOR U.S. COMPANIES AS RESULT OF POLICIES FAVORING PRODUCERS FROM COUNTRIES EXTENDING CREDITS.

2. BASIC SOVIET FOREIGN TRADE ORGANIZATION FOR MOST OF PRODUCTS MENTIONED PARA 1 REFTTEL WOULD BE MASHINOIMPORT, ALTHOUGH TECHMASHIMPORT AND SEVERAL OTHER FTO'S MIGHT ALSO BE INTERESTED. MINISTRIES INVOLVED WOULD BE: MINISTRY OF OIL INDUSTRY, MINISTRY OF THE GAS INDUSTRY, MINISTRY FOR THE CONSTRUCTION OF PETROLEUM AND GAS INDUSTRY ENTERPRISES. SUGGEST THAT GROVE SEND MULTIPLE COPIES OF ITS PRODUCT BROCHURES TO COMMERCIAL OFFICE FOR DISTRIBUTION TO INTERESTED SOVIET ORGANIZATIONS. THIS WILL ENABLE COMMERCIAL OFFICE TO DETERMINE DEGREE OF SOVIET INTEREST IN SPECIFIC ITEMS.

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UNLESS GROVE HAS HAD PREVIOUS CONTACTS WITH SOVIETS OF WHICH

WE NOT AWARE, WE WOULD NOT ADVISE THAT COMPANY REPS PLAN TO
VISIT MOSCOW UNTIL AFTER APPROPRIATE SOVIET ORGANIZATIONS
HAVE BEEN CONTACTED BY COMMERCIAL OFFICE.
DUBS

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